

AICN Newsletter

The Quarterly Publication of the Alliance of IEEE Consultants Networks

4th QUARTER 2017



IEEE-USA Consultants Fee Survey Report—2017 Edition

IEEE-USA has conducted surveys of U.S. IEEE members' compensation, since 1972. It implemented separate surveys, focusing on consultants' compensation, in 1998. Except for the years 1999-2001, 2003, 2005 and 2008, IEEE-USA has published this *Report*. With the exception of 2009, all surveys were stand-alone surveys.



All findings in this report represent only those identified themselves as self-employed consultants. Such participants are defined as the 467 individuals indicating 50%, or more, of their consulting hours came from working independently, with partners, or incorporated. [Purchase this eBook today!](#)

Upcoming Free Webinars for Consultants in 2018

In 2017, IEEE-USA conducted a number of webinars we believe provided an excellent benefit to independent engineering consultants. For example, the webinars [Contracts and Contract Provision](#) and [Cyber Security for Small Businesses and Consultants](#) were well attended.

In 2018, we have two new webinars we also believe you will find beneficial. First up is [11 Ways Consultants Overpay on their Taxes--and How](#)

[To Stop It Now](#), on 18 January at 2:00 p.m., followed by [Managing Risk for the Engineering Consultants](#) on 7 March at 2:00p.m.

Check out the [IEEE-USA Webinar webpage](#) for more information, on all of our upcoming and archived webinars. ■



For questions, comments or submissions please contact Daryll Griffin at +1 202 530 8337 or d.r.griffin@ieee.org.

www.ieeeusa.org/business

IEEE★USA

The Alliance of IEEE Consultants Networks Newsletter is published by IEEE-USA. Copyright 2017 IEEE. IEEE-USA | 2001 L Street, NW Suite 700 | Washington, DC 20036

Bumble Buzzes into the World of Career Hook-ups

For people who may be unfamiliar with the new world of dating, mobile applications now assist people in meeting one another. One of those apps are now trying to use this same method to help people network. Check out this [article](#) about Bumble moving into career networking. This article was originally reported in our [IEEE-USA Smart Brief](#). ■

Congress Has almost Completed Its Tax Reform Bill

We're sure everyone is paying attention to the tax bill making its way through Congress. At the time this article was drafted, the House and Senate had passed different versions of the same bill. Congress will now have to appoint a conference committee; with members from of both the House and Senate--to reconcile the bills and come up with one final version. IEEE-USA does not normally follow in-depth tax bills, so we have not done a detailed analysis of either bill to see what change will have an adverse or positive effect on independent consultants. However, here is a link to a [Forbes article](#), that provides a very detailed analysis of both bills. ■

How to Become an Intrapreneur at Your Company

Intrapreneurs exhibit the same traits as entrepreneurs: They are problem-solvers, creatives, and risk-takers. However, their focus is to develop products and services that will benefit their employer. Check out the rest of this story in the 24 November issue of [The Institute](#). ■

Give the Gift of IEEE Membership

Want to help someone in your life find their professional home in IEEE? Start their 2018 by giving them the gift of IEEE Membership; a gift that will impact their professional and social life for years to come!

Membership in IEEE delivers access to the industry's technical information, offers career development tools and provides access to IEEE's discount programs. [Get someone started today.](#)

If your gift application is received and paid by 31 December 2017, you will receive an IEEE branded Amazon Echo Dot as a special thanks from IEEE.*

**Please note: Only one gift will be awarded per person.*



You Still have Time to Renew Your IEEE Consultants Network Membership Premium Subscription!

For IEEE Consultants Network Membership Premium (i.e., the IEEE-USA Consultants Database) subscribers, you still have time to renew your subscriptions to this valuable asset. The main component of this subscription is being able to place your consultant profile in the [IEEE-USA Consultants Database](#). The profile provides consultants with the opportunity to list their contact information, engineering expertise and keywords, so potential clients can search and locate them. IEEE-USA does a lot to promote the value of this service to IEEE members; however, we also believe IEEE members should know its history-- and some key statistics about this service.

The IEEE-USA Consultants Database evolved from what was formerly the Directory of Electrotechnology & Information Technology Consultants. IEEE consultants had a profile listing their names, contact information and expertise, in this very popular print directory. Member consultants have often commented to IEEE-USA staff that members would carry this directory with them to initial client meetings, to show that they were a member of a larger society of independent consultants.

From that Directory, the IEEE-USA Alliance of IEEE Consultants Networks Coordinating Committee (AICNCC) moved to put this successful product into an electronic format, where clients could search for independent consultants via the web. To create an income stream, IEEE-USA charged IEEE members a minor fee to list their profile,

in what we now call the IEEE-USA Consultants Database. IEEE-USA's annual charge is currently \$99.00 per subscriber.

IEEE-USA does a lot to market this product to IEEE members. However, marketing to those that hire consultants does present a challenge. We've learned over time from our annual Consultants Fee Survey Report, that about 58% of all consultant business comes from repeat clients. Another 24% of consultants get their clients through personal networking; or referrals from clients, or friends. From this trend, we can see most clients look to people they know, as opposed to searching online, if they are in need of a consultant. IEEE-USA will always look for different ways to market this product, so subscribers can be exposed to clients in need of engineering consultants.

The good news is that clients are definitely looking at subscriber profiles. When we upgraded the database a few years ago, we created a method where subscribers can see how many times their profiles has been viewed. We provide monthly data on how many times a subscriber's profile came up in a broad consultant search, and how many times their profile has been viewed. We believe it's a great feature of this service.

With these new details about the IEEE-USA Consultants Database, we hope consultants are more ready than ever to subscribe to, or renew their [IEEE Consultants Network Membership Premium](#). Subscribe today! ■